



May 2, 2012

To Prospective Bidders:

Attached are the State's responses to proposer questions concerning the Request for Proposals (RFP) for the Desert, North Coast and Central Coast State Park Units Camping and Day Use Concession Operations. This response package includes the following:

- 1) The State's responses to questions submitted by prospective proposers.
- 2) Errata #1 with modifications to the RFP, Page 3, Section 1.2, General Information, Revenue and Attendance Statistics – North Coast Units, RFP, Page 13, I. Proposer Information, D. Statement of Financial Capability; Sample Concession Contract, Section 6, Use of Premises, Sample Concession Contract, Section 14, Rates, Charges and Quality of Goods and Services, and Sample Concession Contract, Section 20, Housekeeping, Maintenance, Repair and Removal.

You may access all materials referenced in this letter on the Concessions website at http://www.parks.ca.gov/?page_id=22548. If you have any questions, please call the Concessions Division at (916) 653-7733 or e-mail concessions@parks.ca.gov.

Sincerely,

A handwritten signature in cursive script that reads "Ruth Coleman".

Ruth Coleman
Director

Attachments

cc: Tony Perez, Deputy Director, Park Operations
James A. Luscutoff, Chief, Concessions, Reservations, and Fees Division
Ted Novack, Partnership Agreement Program Manager
Laurie Donaldson, Concessions Specialist

REQUEST FOR PROPOSALS
Desert, North Coast, and Central Coast RFP
ERRATA #1
April 30, 2012

Changes to the RFP are as follows:

RFP, Page 3, Section 1.2, GENERAL INFORMATION, REVENUE AND ATTENDANCE STATISTICS – North Coast Units

Unit Name	Fiscal Year	REVENUE				ATTENDANCE			
		Day Use	Camping	Other	Total	Paid Day Use	Free Day Use	Camping	Attendance
Castle Crags SP	2010-2011	\$35,807	\$101,511	\$0	\$137,318	14,799	29,992	15,015	59,806
	2009-2010	\$34,189	\$97,476	\$175	\$131,840	15,140	29,709	15,966	60,815
	2008-2009	\$28,202	\$88,442	\$3,179	\$119,823	15,486	31,495	17,054	64,035
	2007-2008	\$29,487	\$102,962	\$2,128	\$134,577	15,934	32,547	17,332	65,813
	2006-2007	\$31,992	\$91,750	\$5,764	\$129,506	16,393	30,100	18,382	64,875
	5 year Totals	\$159,677	\$482,141	\$11,246	\$653,064	77,752	153,843	83,749	315,344
Grizzly Creek Redwoods SP	2010-2011	\$6,117	\$58,906	\$1,265	\$66,288	2,237	18,516	5,916	26,669
	2009-2010	\$7,049	\$42,032	\$1,587	\$50,668	2,366	14,414	6,985	23,765
	2008-2009	\$5,255	\$47,507	\$2,269	\$55,031	2,051	18,020	8,513	28,584
	2007-2008	\$5,362	\$50,978	\$2,039	\$58,379	2,450	18,280	7,477	28,207
	2006-2007	\$5,177	\$49,703	\$2,314	\$57,194	2,891	19,689	9,038	31,618
	5 year Totals	\$28,960	\$249,126	\$9,474	\$287,560	11,995	88,919	37,929	138,843
Benbow Lake SRA	2010-2011	\$3,694	\$113,055	\$9,330	\$126,079	1,011	8,340	3,027	12,378
	2009-2010	\$4,196	\$73,662	\$9,504	\$87,362	1,750	14,782	1,691	18,223
	2008-2009	\$4,184	\$65,086	\$5,207	\$74,477	2,940	9,695	12,206	24,841
	2007-2008	\$14,119	\$77,707	\$770	\$92,596	10,807	21,727	7,724	40,258
	2006-2007	\$11,333	\$71,709	\$2,935	\$85,977	6,248	14,956	7,807	29,011
	5 year Totals	\$37,526	\$401,219	\$27,746	\$466,491	22,756	69,500	32,455	124,711
Standish Hickey SRA	2010-2011	\$3,372	\$159,029	\$0	\$162,401	1,386	7,715	14,462	23,563
	2009-2010	\$3,743	\$150,130	\$4,667	\$158,540	564	195	6,906	7,665
	2008-2009	\$4,479	\$119,653	\$5,156	\$129,288	2,000	706	11,363	14,069
	2007-2008	\$4,764	\$128,053	\$5,361	\$138,178	2,054	2,067	17,682	21,803
	2006-2007	\$3,657	\$118,048	\$5,983	\$127,688	2,367	9,093	17,705	29,165
	5 year Totals	\$20,015 \$16,643	\$674,913 \$515,884	\$21,167	\$716,095 \$2,519,674.00	8,371	19,776	68,118	96,265
5 Year Totals		\$246,178 \$243,455	\$1,807,399 \$2,206,582	\$69,633 \$69,637	\$2,123,210 \$2,519,674.00	121,093	567,367	334,110	1,022,570

RFP, Page 13, I. Proposer Information, D. Statement of Financial Capability

Financial Pro Forma: Provide annual revenue projections and anticipated operating costs for the period of proposed operation. ~~Rent proposal to State shall be based on any net profit projections identified within the Financial Pro Forma.~~

Changes to the Sample Concession Contract consist of the following:

6. USE OF PREMISES

The Premises shall be used by the Concessionaire for the provision of continued operation, maintenance and access for the use and enjoyment of the general public at park units located in the Desert, North Coast, and Central Coast areas of the State. Concession facilities may include, but are not limited to day use areas, campgrounds, parking, ~~and picnic areas,~~ **and trails** as specified in **Exhibit A1 and Exhibit A2**. Development and operation of the Premises shall be conducted in accordance with all applicable State general planning principles, State Park and Recreation Commission policies and all federal, state, and local government statutes, laws, and regulations.

14. RATES, CHARGES AND QUALITY OF GOODS AND SERVICES

Concessionaire shall staff, operate, manage, and provide all goods, services, and facilities offered in a first-class manner and comparable to other high quality concessions providing similar facilities and services. State reserves the right to prohibit or modify the sale or rental of any item, accommodation, or service for public safety and/or to ensure that the public receives, in the State's view, fair pricing, proper service, and appropriate quality. State reserves the right to prohibit the sale or use of non-recyclable containers or plastics.

Concessionaire may charge camping and day use fees consistent with State's fees. Rates and fees must be approved in writing by State. Any increased rates or charges to park visitors proposed by Concessionaire following contract approval shall be submitted in writing for the State's approval. Rate increases may not be imposed retroactively.

During Contract Year one, receipts and passes showing visitors have paid for current State day use and camping shall be honored by Concessionaire as "paid day use" and State shall reciprocally honor receipts from Concessionaire.

Beginning with Contract Year two, Concessionaire and State may choose to honor each other's passes/day use receipts, upon mutual agreement. At Concessionaire's option, Concessionaire may sell State Park annual passes and receive a percentage of the pass sale.

20. HOUSEKEEPING, MAINTENANCE, REPAIR AND REMOVAL

A. Housekeeping: Housekeeping activities are defined as all those activities concerned with keeping facilities clean, neat, and orderly, and includes, but is not limited to, ***septic tank pumping, pit toilet pumping, contracting for chemical toilet services, fire clearance, repair or replacement of a broken door or window, minor repairs to a damaged fence section, minor vandalism clean up or repair***, mowing, raking, sweeping, vacuuming, mopping, stripping, waxing, dusting, wiping, washing, hosing, and other general care or cleaning of interior and exterior floors, walls, ceilings, doors, windows, facility fixtures, and all adjacent grounds and walks. Concession housekeeping shall conform to California State Park standards.

Questions Submitted by Shaun Corrales – Park and Recreation Management
shaunlc@earthlink.net

1. The News Release dated April 5, 2012 states that proposals are due by 2:00 p.m., on May 29, 2012, however, the Notice of Request for Proposal (i) and page 8 of the RFP state that the proposal is due by 2:00 p.m., on June 5, 2012.

Which one is correct?

State's response: The News Release was issued with the incorrect submission date. The RFP is correct. Proposals are due June 5, 2012.

2. SAMPLE CONCESSIONARE CONTRACT, Pg. 11, Section 7. Bonds, Part B, 2nd paragraph: "Beginning with Contract Year Six (6), and on the first day of every fifth Contract Year thereafter".

Does this mean that the contract can be extended for another 5 years by the state without a new RFP? Please explain further.

State's Response: The contract term is for five years with no provision to extend for an additional five years. However, should the contract hold over on a month-to-month basis, the Bond amount will be adjusted to reflect changes in CPI.

3. SAMPLE CONCESSIONARE CONTRACT, Pg. 26, Section 20. Housekeeping, Maintenance, Repair & Removal: "During the term of this Contract, Concessionaire shall maintain and operate the Premises and areas in, on, or adjacent to a distance of not less than fifty (50) feet".

Does this include the (50) feet outside the park boundary?

State's response: Concessionaire's park maintenance and operation obligations will not go outside of the park boundary.

4. SAMPLE CONCESSIONARE CONTRACT, Pg. 26, Section 20. Housekeeping, Maintenance, Repair & Removal, Section B., 2nd paragraph: "Pest inspections shall be performed annually. Concessionaire will remedy all pest infestations in a timely manner. Concessionaire shall provide to State copies of all pest inspection reports or other professional assessments of the condition of the facilities."

Who is to conduct the pest inspection? A licensed contract, the state or the concessionaire? If it can be completed by the concessionaire can they prepare the pest inspection report, or is there a State approved form.

State's response: Pursuant to the Sample Concession Contract, Page 31, Section 24, Hazardous Substances, D. Pest Control Activities, "Concessionaire, or the pest control business acting on behalf of Concessionaire, shall submit a report of completed work. . . The report may be submitted on a DPR 191, Pest Control Recommendation, (or equivalent information)". Form DPR 191 is included in the Sample Concession Contract as Exhibit J.

5. SAMPLE CONCESSIONARE CONTRACT, Pg. 62, CASTLE ROCK STATE PARK, Housing: “One (1) trailer – Currently occupied, One (1) house – Currently occupied.”

What are these currently being used for? Will they be available for use by the concessionaire as Employee Housing or Rentals or both?

State’s response: The housing at Castle Rock SP is employee housing only and will not be available.

6. SAMPLE CONCESSIONARE CONTRACT, Pg. 62, CASTLE ROCK STATE PARK, Recreation: “The park offers 35 miles of nature trails, many with steep and narrow slopes.”

Who is responsible for cleaning/maintenance of the trails? Where does the concessionaire’s responsibility begin and end?

State’s Response: The RFP, Page 5, 1.3 Contract Summary, states, “At a minimum, the successful proposer will be required to: 6. Maintain the premises, including trails, roads, facilities, signs, furnishings, and equipment in good condition in accordance with State Park standards”. Concessionaire should include trail delittering and debris pick-up as part of the Concessionaire’s Annual Maintenance Plan. Pursuant to Errata #1, the Sample Concession Contract, Section 6, Use of Premises, has been modified to include trails as part of Concessionaire’s area of operation responsibilities.

7. SAMPLE CONCESSIONARE CONTRACT, Pg. 63, CASTLE ROCK STATE PARK, Camping/Day Use:

How the use fee collection currently is handled? Is it by entry booth, self registration or other? Please describe.

State’s response: The Castle Rock SP camping and day use fee collection and the Trail Camp reservations are currently handled by the Santa Cruz District staff.

What amenities are in the Primitive Camping areas? Please describe.

State’s response: The amenities include water and pit toilets.

8. SAMPLE CONCESSIONARE CONTRACT, Pg. 64, CASTLE ROCK STATE PARK, Cultural Resources:
What responsibility does the concessionaire have for the archaeological sites?

State’s Response: Pursuant to the Sample Concession Contract, Page 29, Section 23, Natural and Cultural Resources, “State shall continue to lead the natural resource program and cultural resource program as it has the responsibility for the stewardship of natural and cultural resources under the Public Resources Code and other applicable constitutional and statutory requirements.” However, the Concessionaire will be required to protect these resources from damage and vandalism.

What are the ten historic buildings and what are they used for? What are they currently being used for? Will they be available for use by the concessionaire as Employee Housing or Rentals or both? Is there, or could there possibly be use fees collected?

State's response: These historic buildings will not be available for use by the Concessionaire.

What is the Partridge Orchard? Are there maintenance/cleaning responsibilities associated? Is there use fees associated?

State's response: The Partridge Orchard is not open to the public. There are trash cans located at the trailhead. Concessionaire will be responsible for trail delittering and debris pick-up.

Is the Saratoga Toll Road just a trail? Are there maintenance/cleaning responsibilities associated? Is there use fees associated?

State's response: The Saratoga Toll Road is a trail only and there are no fees collected at this site. However, Concessionaire will be responsible for delittering.

9. SAMPLE CONCESSIONARE CONTRACT, Pg. 64, PORTOLA REDWOODS STATE PARK, Housing:
"There are four (4) houses. One (1) is currently occupied and three (3) are vacant. Seasonal housing is available and consists of four (4) structures. One structure has one (1) room only; one (1) structure has two (2) rooms; one (1) structure has three (3) rooms; and one (1) structure has a kitchen only."

What are these currently being used for? Will they be available for use by the concessionaire as Employee Housing or Rentals or both?

State's response: The employee housing is currently vacant and may be used by the Concessionaire.

10. SAMPLE CONCESSIONARE CONTRACT, Pg. 64, PORTOLA REDWOODS STATE PARK, Recreation:
"Eighteen miles of hiking trails range from easy to strenuous."

Who is responsible for cleaning/maintenance of the trails? Where does the concessionaire's responsibility begin and end?

State's Response: Refer to State's response to Question #6, page 2.

11. SAMPLE CONCESSIONARE CONTRACT, Pg. 65, PORTOLA REDWOODS STATE PARK, Camping/Day use:

Is the one (1) camp host site with full hook-ups intended as the only employee housing spot on location to service all the Family Camping, Group Camping, Trail Camps and Day Use area?

State's response: The (1) camp host site is intended for use by a camp host and is not employee housing.

Are there restrooms in the campgrounds/day use areas/ facility? What kind of restrooms?

State's response: There are restrooms in the campground and day use areas with flush toilets and sinks.

Are there picnic tables, fire rings, barbeques in the campground/ day use facilities?

State's response: There are picnic tables, fire rings and barbeques in the campground and day use facilities.

Is there water at the facility? Who is responsible for testing and conformance to county health standards?

State's response: There is water available at the facility. DPR staff is responsible for the water testing systems in the Santa Cruz District.

How the use fee collection currently is handled? Is it by entry booth/kiosk, self registration or other? Please describe.

State's response: There is a kiosk. Also, staff in the visitor center currently collects fees.

12. SAMPLE CONCESSIONARE CONTRACT, Pg. 65, PORTOLA REDWOODS STATE PARK, Cultural Resources: "There are 18 historic buildings, which include residences and park infrastructure."

Will they be available for use by the concessionaire as Employee Housing or Rentals or both? Is there, or could there possibly be use fees collected?

State's response: The buildings will be available for the concessionaire's use. Yes, use fees may be collected.

13. SAMPLE CONCESSIONARE CONTRACT, Pg. 65, GRAY WHALE COVE STATE BEACH:
There are no Revenues listed in the RFP, but there are Attendance records. Are use fees currently being charged? If not, are there any proposed use fees? Should responses include proposed use fees? If use fees are being collected, what are they and why are there not any Revenues listed in the RFP?

Use fees are not currently charged at Gray Whale Cove and there are no proposed use fees. Pursuant to Sample Concession Contract, Page 22, Section 14, Rates, Charges and Quality of Goods and Services, "Concessionaire may charge camping and day use fees consistent with State's fees. Rates and fees must be approved in writing by State". Rates and fees should be included in Proposers Operation Plan, Prices and Pricing Policies.

How will State Park Passes be handled by a concessionaire? Will a concessionaire be required to honor? If so, how does the concessionaire get compensated?

State's response: The Concessionaire will be required to honor State Park Passes for the first contract year. Beginning with contract year two, the Concessionaire will no longer be required to honor passes. However, upon mutual agreement with State, Concessionaire and State may choose to honor each other's passes. Also, Concessionaire may sell State Park annual passes and receive a percentage of the pass sale.

Pursuant to Errata #1, the Sample Concession Contract, Section 17, Rates, Charges and Quality of Goods and Services, has been modified to include State Park passes and State Park day use and camping receipts.

Can an employee RV or Trailer be placed on location for housing? Are there any services available for employee housing?

State's response: No, an employee RV or Trailer cannot be placed on location for housing. There are no services available for employee housing.

What is the concessionaire's responsibility for the archeological site?

State's response: Refer to response to Question #8, page 2.

14. SAMPLE CONCESSIONARE CONTRACT, Pg. 66, MOSS LANDING STATE BEACH:

There are no Revenues listed in the RFP, but there are Attendance records. Are use fees currently being charged? If not, are there any proposed use fees? Should responses include proposed use fees? If use fees are being collected, what are they and why are there not any Revenues listed in the RFP?

State's response: Refer to response to Question #13, page 4.

How will State Park Passes be handled by a concessionaire? Will a concessionaire be required to honor? If so, how does the concessionaire get compensated?

State response: Refer to response to Question # 13, page 5.

Can an employee RV or Trailer be placed on location for housing? Are there any services available for employee housing?

State's response: No, an employee RV or trailer cannot be placed on location for housing. There are no services available for employee housing.

15. SAMPLE CONCESSIONARE CONTRACT, Pg. 67, ZMUDOWSKI STATE BEACH:

There are no Revenues listed in the RFP, but there are Attendance records. Are use fees currently being charged? If not, are there any proposed use fees? Should responses include

proposed use fees? If use fees are being collected, what are they and why are there not any Revenues listed in the RFP?

State's response: Refer to response to Question #13, page 4.

How will State Park Passes be handled by a concessionaire? Will a concessionaire be required to honor? If so, how does the concessionaire get compensated?

State's response: Refer to response to Question #13, page 5.

Can an employee RV or Trailer be placed on location for housing? Are there any services available for employee housing?

State's response: No, an employee RV or trailer cannot be placed on location for housing. There are no services available for employee housing.

What is the concessionaire's responsibility for the archeological site? What is meant by "both historic era, but they may have been destroyed"?

State's Response: Pursuant to the Sample Concession Contract, Page 29, Section 23, Natural and Cultural Resources, "State shall continue to lead the natural resource program and cultural resource program as it has the responsibility for the stewardship of natural and cultural resources under the Public Resources Code and other applicable constitutional and statutory requirements." However, the Concessionaire will be required to protect these resources from damage and vandalism.

There are two archaeological sites. Both have historic trash scatters which probably date from the late 19th and early 20th centuries. One of these sites, at the junction of a dirt road and agricultural fields appeared, in 1984, to have no integrity due to turbation by vehicles and various activities, both natural and human caused. The other site, further south and adjacent to a road appeared, in 1984, to be an intact trash deposit. Neither site has been inspected or tested since 1984, their current condition is unknown. If any proposed projects include these sites in their area of potential effects, a survey and evaluation should be completed by State Parks Archaeologists during the project review process.

16. SAMPLE CONCESSIONARE CONTRACT, Pg. 68, LIMEKILN STATE PARK:

Who is responsible for the water systems including maintenance, testing and compliance with county health department?

State's response: As part of its responsibility, the State expects to continue to test and treat the water systems in closed parks. This does not include making repairs or replacing the system. The concessionaire will be responsible for minor repairs.

17. SAMPLE CONCESSIONARE CONTRACT, Pg. 68, LIMEKILN STATE PARK, Housing: “There is one (1) modular home in park.

What is it currently being used for? Will it be available for use by the concessionaire as Employee Housing or Rentals or both?

State’s response: One two-bedroom modular home is for employee housing, but is currently vacant. It is available for concessionaire’s employee housing, but not as a rental to the public.

Are there are host sites, or could any sites be used for host sites. If so, what services are available?

State’s response: There are two RV pads with water, sewer and electrical hookups, which can be used as host sites or as employee sites.

18. SAMPLE CONCESSIONARE CONTRACT, Pg. 68, LIMEKILN STATE PARK, Recreation:

Who is responsible for cleaning/maintenance of the trails? Where does the concessionaire’s responsibility begin and end?

State’s response: Refer to response to Question #6, page 2.

19. SAMPLE CONCESSIONARE CONTRACT, Pg. 69, LIMEKILN STATE PARK, Camping:

What is the charge for the pay showers? In the RFP Revenues are the shower fees included in the camping or day use figures? In the RFP there is only one year of recorded Revenues in the “Other” Revenue, was this for showers, or if not, what was it for?

State’s response: Pay showers are \$0.25 per 2 minutes of shower time. The shower fees should be under “other” and yes, the one entry of “other” for \$475 was for the showers.

Can a store be operated out of the entry booth?

State’s response: Yes, a small store may be operated out of the entrance station.

20. SAMPLE CONCESSIONARE CONTRACT, Pg. 69, LIMEKILN STATE PARK, Cultural Resources: “There are two archaeological sites with known impacts. Historic era sites or landscapes in the park require assessment and evaluation for significance.”

What is the concessionaire’s responsibility for the archaeological sites? What are the known impacts?

State’s response: Pursuant to the Sample Concession Contract, Page 29, Section 23, Natural and Cultural Resources, “State shall continue to lead the natural resource program and cultural resource program as it has the responsibility for the stewardship of natural and cultural resources under the

Public Resources Code and other applicable constitutional and statutory requirements.” However, the Concessionaire will be required to protect these resources from damage and vandalism.

One site is on a coastal bluff and has been damaged by erosion and road cuts. The second site is on a terrace, visibility at this site was limited due to ground cover, but the site has been impacted by both developed trails and volunteer trails across its surface.

Who will be responsible for the assessment and evaluation for significance of the historic era sites or landscapes? If it is the concessionaire, please explain what this will entail/require.

State’s response: Pursuant to the Sample Concession Contract, Page 29, Section 23, Natural and Cultural Resources, the State shall continue to lead the natural resource program and cultural resource program as it has the responsibility for the stewardship of natural and cultural resources under the public Resources Code and other applicable constitutional and statutory requirements.

Are there any maintenance/cleaning concessionaire responsibility for the kilns, stone walls, or bridge abutments?

State’s response: Cleaning would be discouraged unless done by a qualified conservator. Any maintenance needs, such as vegetation removal from around these features, shall be addressed during the Concessionaire’s Annual Maintenance Plan review. The concessionaire will be responsible for maintaining signs and other warnings to the public to prevent the public from damaging the historic/cultural features of the park including the kilns and stone walls as well as enforcing the rules and regulations to protect the features. Concessionaire shall notify State immediately if any change in the condition of the historic features occurs. Highway One bridge abutments are the responsibility of Caltrans. Maintenance of the trail and park road bridge abutments is the responsibility of the concessionaire.

21. REQUEST FOR PROPOSAL, Pg. 13, Section D, Financial Pro Forma: “Rent proposal to State shall be based on any net profit projections identified within the Financial Pro Forma.”

If the Rent paid to the State a percentage of Gross Sales or Rental Guarantee, whichever is greater, then why would the Rent proposal to the State be based on the net profit projections identified in the Financial Pro Forma projections?

State’s response: Pursuant to Errata #1, the RFP, Page 13, I. Proposer Information, D. Statement of Financial Capability, Pro Forma has been modified. Refer to RFP, Page 16, B. Rental Offer, for clarification.

22. REQUEST FOR PROPOSAL, Pg. 13, Section D, Maintenance and Housekeeping: "Proposals should describe plan to address or mitigate deferred maintenance essential to continue operations during the five-year contract term".

Is there a list or explanation of what the deferred maintenance, estimated costs, etc. is at the various parks? Since there is not going to be any on-site meetings planned, how do we go about determining the deferred maintenance?

State's response: The following are the total deferred maintenance costs per park unit and geographic region. Detailed deferred maintenance costs for each park unit are on a separate link on the website below the Questions and Answers:

Desert Parks	\$ 12,133,720.00
Salton Sea SRA	\$ 4,194,700.00
Providence Mountains SRA	\$ 2,828,600.00
Picacho SRA	\$ 5,110,420.00
North Coast Parks	\$ 11,659,831.00
Castle Craggs SP	\$ 1,088,632.00
Grizzly Creek Redwoods SP	\$ 1,606,496.00
Benbow Lake SRA	\$ 3,217,833.00
Standish Hickey SRA	\$ 5,746,870.00
Central Coast Parks	\$ 17,939,020.00
Castle Rock SP	\$ 1,399,500.00
Portola Redwoods SP	\$ 7,526,780.00
Gray Whale Cove SB	N/A
Moss Landing SB	\$ 722,740.00
Zmudowski SB	\$ 300,000.00
Limekiln SP	\$ 7,990,000.00
grand total	\$ 41,732,571.00

Note:

- 1. Deferred Maintenance (DM) is considered the repair and replacement of existing assets that have entered into a state of disrepair as a result of inadequate ongoing maintenance over time. DM projects should not alter the intended usage or capacity of the asset.*
- 2. Concessionaire is not expected to undertake DM.*
- 3. Concessionaire is expected to accept the parks they will be operating "As Is", with no expectation of any specific repairs or upgrades.*
- 4. Pursuant to the Sample Concession Contract, Page 6, Section 5, Facility Maintenance Improvement Account (FMIA), FMIA funds, may be used to help offset DM or other repairs.*

Questions Submitted by Jon O'Connor – North Coast Adventure Centers, Inc.
Jon@northcoastadventurecenters.com

General Questions

1. Does the fee received from the States statewide reservation provider include any deductions? For example campsite rental is \$35 and a booking fee of \$8 is charged by the States statewide reservation provider how much does concessionaire receives.

State's response: The Concessionaire would receive the campsite rental of \$35.

2. What is the deposit cycle for receipt of funds from States statewide reservation provider? Is it based on time reservation is placed or date of reservation? For example a camper reserves a camp site on Jun 1 to camp from Aug 3 – 5. Does concessionaire receive funds based on the Jun 1 (the date (that the States statewide reservation provider received the campers payment is based on the Aug 3-5 occupancy date?

State's response: The deposit cycle for receipt of funds is based on the time the reservation is placed. Transfers are generally received by the Concessionaire on a monthly basis.

3. How and when is concessionaire notified of reservations made thru the States statewide reservation provider?

State's response: Reservation reports can be accessed by the Concessionaire from the State's statewide reservation provider's Website, which is updated in real-time.

4. Does concessionaire receive payment from States statewide reservation provider for "no show" reservations? For first night only or full stay?

State's response: Concessionaire would receive payment for "no show" reservations from State's statewide reservation provider for the first night only.

5. Will the currently "available" concessionaire residences be available for the length of the contract? For example we hire a resident site manager and provide housing through the use of one of the available residences. Can the State decide to use this residence for its own purpose and instruct us to evict our month to month employee leaving us with no residence?

State's response: The currently available Concessionaire residences will be available for the length of the contract.

6. Does paragraph 8 A. 6) relive the concessionaire of the need to insure buildings that are not occupied?? Or occupied by other than the concessionaire?

State's response: Concessionaire shall be required to insure only the facilities occupied by Concessionaire.

7. How is the concessionaire compensated for visitors who use annual passes or other discounts?

State's response: The Concessionaire will be required to honor State Park Passes for the first contract year. Beginning with contract year two, the Concessionaire will no longer be required to honor passes. However, upon mutual agreement with State, Concessionaire and State may choose to honor each other's passes. Also, Concessionaire may sell State Park annual passes and receive a percentage of the pass sale.

Pursuant to Errata #1, the Sample Concession Contract, Section 17, Rates, Charges and Quality of Goods and Services, has been modified to include State Park passes and State Park day use and camping receipts.

Standish Hickey SRA

1. What is the status of the Redwood Camp Ground?

State's response: The Redwood Campground has not been open for two seasons. The restrooms and campground will require significant clean up and any repairs will be the responsibility of the Concessionaire.

2. What is the protocol and requirements of installing the seasonal foot bridges and vehicle Access Bridges?

State's response: Vehicle Bridges: communications begin June 1st with DFG, NOAA, US Army Corps, Water Resources, etc. with a description of the installation area, complete with pictures showing the current river configuration and the bridge installation "painted" onto the photo. A survey for salmonids must be completed in the reach of river affected by the bridge installation within 5 days of installation. The river bar modification cannot start until June 15th.

- a. Have they been installed by park employees or a contractor?

State's response: DPR employees install them with the assistance of CalFire inmate crews.

- b. What is the typical annual cost to install?

*State's response: The State's typical annual cost to install the seasonal foot bridges including salaries, fuel and equipment time ranges from \$10,000 to \$15,000. Additional costs to replace "wear" items on bridge, lost parts, etc. ranges from \$1,000 to \$5,000. **

3. Will residence #1 (currently used as ranger office) be available for concessionaire to use as office?

State's response: Yes. Residence #1 will be available for Concessionaire's office use.

4. Have the five seasonal cabins been used as camp ground rentals or for seasonal staff residence?

State's response: The five seasonal cabins have been used for seasonal staff.

5. What is the water source?

State's response: The water source is ground water under the direct influence of surface water (shallow dug well in the river channel of the South Fork Eel River).

- a. If municipal what is the annual cost.
- b. If well
 - i. What is the age and condition of the well and treatment facilities?

State's response: Water facilities are approximately 40 years old and in generally good condition.

- ii. Who permits the water system and what required testing is there?

State's response: California State Water Resources Control Board Statement of Diversion and Use S013372_01 and the California Department of Public Health Drinking Water Field Operations Branch System Number 2310310. Required testing is for turbidity, chlorine residual and laboratory analysis for disinfection.

- iii. What has been the typical annual operating cost?

*State's response: The water plant operation including pumping costs, chemical feed costs, and maintenance and repairs to facilities is typically \$15,000 to \$30,000 annually, and does not include the cost of licensed employees to operate the plant. **

- iv. What testing is required, how often and at what cost.

*State's response: Daily testing is required for turbidity and chlorine residual testing and monthly testing is required for lab work. Costs below do not reflect the cost of licensed employees to operate the plant. **

Water Costs SHSRA			
Cost Category	Cycle/Units	Cost	Total
Chlorine 12% Sodium Hypochlorite Gallons	70	\$7.00	\$490.00
Bac T Test Winter Months	7	\$26.00	\$182.00
Bac T Test Summer: 4 Zones, 4/month	90	\$26.00	\$2,340.00
Raw Water Analysis 1/month	12	\$28.00	\$336.00
CI Analyzer Monthly reagent Use	12	\$50.00	\$600.00

Total \$3,948.00

6. What was the last 12 month cost of electrical power?

*State's response: The total cost of electrical power from February 2011 through January 2012 (last month available) was \$1,239.98. **

7. What was the last 12 month cost of Propane?

*State's response: The total cost of propane from April 2011 through March 2012 was \$1,304.26. **

8. Are the residences and cabins metered separately?

State's response: Yes, the residences and cabins are metered separately.

9. Please provide a list of deferred maintenance items along with cost estimates if available.

State's response: Refer to response to Question #22, page 9.

10. What facilities exist for the storage of supplies, tools and equipment? What interpretive programs were provided here in 2011?

State's response: There is a maintenance shop and fenced yard with outbuildings. Interpretive programs included Litter getters, Junior Rangers and campfires.

11. Will the currently available residences/buildings be available in July 2012? Will any of the other buildings become available after July 2012.

State's response: The residences inside campground #1 and #2 are immediately available. They are the only two residences that will remain available other than the seasonal housing. The maintenance buildings will also be available for Concessionaire's use.

12. Is there a landline telephone to the park?

State' response: Yes, there is a landline telephone to the park.

Benbow Lake SRA

1. What is the status of the Benbow dam?

State's response: The Dam has not been installed for the last four seasons and the Department of Parks and Recreation is currently applying for grants for full removal.

2. Assuming the Dam is not to be installed in future years will the concessionaire be expected to bear the cost of any maintenance or study on the existing structure?

State's response: No.

3. Assuming the Dam is ultimately to be removed will the concessionaire bear any responsibility for removal cost and mitigation?

State's response: No.

4. If the dam is installed in future years who will bear the cost of permitting?

State's response: The State has no plans in the future to re-install the Dam.

5. If installation of the dam is permitted will the state require the concessionaire to install it?

State's response: See State's response to Question #4, page 14, above.

6. Are there any existing state plans on how to reconfigure the park assuming the dam is to be removed?

State's response: In the future, the State's plans are to reconfigure the park as a river park.

7. What was the impact of the missing dam in the Summer of 2011 July1 thru Dec 31st on revenues (day use and campground)?

*State's response: Revenues from camping and day use from July 1, 2007, through December 31, 2007 (last year of dam) were \$67,978.84. Revenues for same time period in 2011 were \$71,715.53. **

8. What is the water source?

State's response: Benbow Water Company.

- a. If municipal what is the annual cost.

*State's response: The water costs for calendar year 2011 was a total of \$8,781.79. **

- b. If well
 - i. What is the age and condition of the well and treatment facilities?
 - ii. Who permits the water system and what required testing is there?
 - iii. What has been the typical annual operating cost?
 - iv. What testing is required, how often and at what cost.

9. What was the last 12 month cost of electrical power?

*State's response: The cost of electrical power for the last 12 months was a total of \$2,809.58. **

10. What was the last 12 month cost of Propane?

*State's response: There were no propane deliveries to Benbow Lake SRA for the past 12 months. However, the estimated annual propane costs are approximately \$500. **

11. Are the residences and cabins metered separately?

State's response: There are no residences or cabins at Benbow Lake SRA.

12. Please provide a list of deferred maintenance items along with cost estimates if available.

State's response: Refer to response to Questions #22, page 9.

13. What facilities exist for the storage of supplies, tools and equipment? What interpretive programs were provide here in 2011?

State's response: There is a maintenance shop and fenced yard with outbuildings. Interpretive programs include Litter getters, Junior Rangers and Nature hikes.

14. Is there a landline telephone to the park?

State's response: Yes, there is a landline telephone to the park.

Grizzly Creek Redwood SP

1. Will either of the residences be available for a resident staff member after July 2012?

State's response: Both of the residences are currently being used by the local Cal Fire while the CAL Fire station is rebuilt. The station is near completion and once it is completed, the residences may be available for Concessionaire's use.

2. What is the protocol and requirements of installing the seasonal foot bridges?

State's response: DFG must permit for installation; and the flow must be low enough for safe entry into water by crews.

- a. Have they been installed by park employees or a contractor?

State's response: DPR Staff installs the seasonal foot bridges and they are assisted by Cal Fire Inmate Crews.

- b. What is the typical annual cost to install?

*State's response: The cost to install is approximately \$500 in salaries, including contract costs for the inmate crew (one day); and the annual replacement of wear items on the bridge is approximately \$200. **

- 3. Grizzly Creek has traditionally been a First Come First Served campground

State's response: The campground at Grizzly Creek Redwoods has traditionally been reservable all year through the State's reservation contractor. Since 2010, the park has been reservable May 26 through September 6 and available on a first come first served basis when not on reservations.

- 4. What is the water source?

State's response: The water source is from springs.

- a. If municipal what is the annual cost.
- b. If well

- i. What is the age and condition of the well and treatment facilities?

State's response: Spring boxes were rehabbed in November 2011. The water lines from the spring boxes were replaced November 2011.

- ii. Who permits the water system and what required testing is there?

State's response: The Water Resources Control Board Initial Statement of Diversion and Use was filed November 2010 and the California Department of Public Health Drinking Water System. Required testing is for turbidity, chlorine residual, and laboratory analysis for disinfection.

- iii. What has been the typical annual operating cost?

*State's response: The water plant operation, including chemical feed costs and maintenance and repairs to facilities, is typically \$1,000 to \$3,000 annually, which does not include the cost of licensed employees to operate the plant. **

- iv. What testing is required, how often and at what cost.

*State's response: Daily testing is required for turbidity and chlorine residual. Monthly testing is required for lab analysis to check disinfection. Costs below do not reflect the cost of licensed employees to operate the plant. **

Water Costs GCRSP			
Chlorine 12% Sodium Hypochlorite Gallons	20	\$7.00	\$140.00
Bac T Testing 1/month	12	\$26.00	\$312.00
Cl Residual Test Reagent	150	\$0.20	\$30.00
Total			\$482.00

5. What was the last 12 month cost of electrical power?

*State's response: The cost of electrical power from February 2011 through January 2012 (last month available) was a total of \$5,868.39. **

6. What was the last 12 month cost of Propane?

*State's response: The cost of propane from April 2011 through March 2012 was total of \$3,304.60. **

7. Are the residences and cabins metered separately?

State's response: Yes, the residences and cabins are metered separately.

8. Please provide a list of deferred maintenance items along with cost estimates if available.

State's response: Refer to response to Question #22, page 9.

9. What facilities exist for the storage of supplies, tools and equipment? What interpretive programs were provided here in 2011?

State's response: There is a maintenance shop and fenced yard with outbuildings. Interpretive programs included Litter Getters, Junior Rangers, Nature walks and campfires.

10. Is there a landline telephone to the park?

State's response: Yes, there is a landline telephone to the park.

Questions Submitted by Marshall Pike – The California Parks Company

CASTLE CRAGS STATE PARK QUESTIONS

1. Regarding Castle Crag SP, how many DPR staff are housed in the Staff housing area and what are their job titles? Will they remain?

State's response: One house is occupied by a Park Maintenance Worker I. It is expected the person will remain in the house.

2. What is current condition of the water service and septic/sewer systems at Castle Crag SP? What percentage of state park staff were assigned to this duty in terms of a full time equivalent (FTE) person?

State's response: The current condition of the water system is fair; septic is poor. A Park Maintenance Worker I was assigned to this duty 30% time with oversight by a Park Maintenance Chief I (5%) and a Water Sewer Plant Supervisor (5%).

3. Will the DPR maintain the cost of monitoring the water and sewer systems at Castle Crag SP?

State's response: As part of its responsibility, the State expects to continue to test and treat the water and sewer systems in closed parks. This does not include making repairs or replacing the system. The concessionaire will be responsible for minor repairs, including septic tank pumping.

4. Where does the state currently dump downfall and site clearance debris at Castle Crag SP? Any composting or burn piles allowed?

State's response: Downfall and site clearance are located in areas where burning is safe as defined by the CalFire permit process. All rules must be followed.

5. Please provide a list of the number and location of all dumpsters at Castle Crag SP. Who owns?

State's response: There is one 40 yard dumpster located in the maintenance yard and it is owned by Yreka Transfer.

6. Please provide a schedule of tipping service intervals (weekly, biweekly, monthly) by season at Castle Crag SP?

State's response: The dumpster is emptied once monthly.

7. What is the annual trash removal budget expense at Castle Crag SP?

*State's response: The annual trash removal budget is \$4980 – on contract. **

8. Is weed abatement treatment including “round-up” and pre-emergent treatments currently authorized at Castle Crags SP to control grasses in camping, picnicking and day use areas or along fence or barrier lines?

State’s response: Weed abatement and pesticide use is controlled by permits and must be part of an Operation Plan approved by the District Superintendent for each park unit. Herbicides applied by trained, qualified applicators have been used to control invasive exotic weeds in the undeveloped portions of the park unit. A weed abatement program utilizing “Round-Up” is currently in place at Castle Crags SP. An active permit is on file with Shasta County.

9. Please provide annual (monthly if available) electric bills for all meters, that will be the responsibility of concession, for last year at Castle Crags SP.

*State’s response: The monthly electric bills for all meters at Castle Crags SP for the period of July 2010 through June 2011 are listed below (all figures are in dollars): **

Jul '10	Aug	Sept	Oct	Nov	Dec	Jan '11	Feb	Mar	Apr	May	Jun	FY 10 11 Totals	Location
17.61	17.87	18.13	18.40	18.67	18.95	16.37	16.88	16.88	16.88	16.99	16.95	210.58	CC Outdoor Area Lights
179.80	135.96	143.51	124.03	110.45	66.01	63.51	63.67	46.44	102.88	115.06	198.82	1350.14	1826 Castella
68.63	97.36	65.91	70.37	72.35	126.24	283.46	198.46	474.83	377.05	89.17	181.89	2105.72	State Park Rest/Camp Castella
228.79	203.03	204.48	165.33	195.12	266.25	306.28	305.94	296.78	265.44	223.45	232.89	2893.78	Castle Creek 20022
13.80	14.13	14.34	14.17	14.64	77.43	71.08	65.67	20.24	13.29	13.16	13.01	344.96	29663 Riverside Dr.# Hse Pmp
46.19	39.99	39.34	37.21	43.16	45.88	53.37	43.53	36.96	37.46	41.25	45.82	510.16	SP House No. 4
95.47	86.85	90.03	85.98	70.57	29.57	39.72	180.71	(112.04)	40.35	32.88	87.19	727.28	Riverside Dr. Park Campground
12.79	11.74	13.84	8.55	51.11	110.96	149.73	55.83	0.00	0.00	0.00	0.00	414.55	29663 Riverside Dr. Cabin No. 3
650.29	508.34	485.71	429.51	454.39	741.29	983.52	930.69	892.13	853.35	531.96	776.57	7415.34	

*** All figures listed in State’s responses are for information only and are not a projection of costs that may be incurred by a Concessionaire.**